

# INTEREST OF DISTRICT REAL ESTATE MEN CENTERED ON CHICAGO CONVENTION

## LOCAL DELEGATES OFF TONIGHT FOR NATIONAL MEET

Expect 7,500 Representatives of Realty World At Big Convention.

## WOMEN AS GUESTS

Problems of Profession Will Be Discussed by Leaders of Business.

The interest of Washington realtors is centered on the annual convention of the National Association of Real Estate Boards which convenes in Chicago Tuesday. This is the most important convention of the organization has ever held, and is expected to be the largest gathering of business men ever assembled in the history of the country. Among the most vital problems that will be considered are taxation and housing. These subjects will be discussed by the leaders of the realty profession, and some practical and definite recommendations are expected.

**Expect 7,500 Delegates.**  
It is estimated that 7,500 delegates from all parts of the country will attend the convention. With ladies and guests, Chicago is prepared to entertain 10,000.

The local board will be well represented, and the delegation is leaving filled with the enthusiasm of the recent successful reorganization. It will now rank with the boards from the most important cities in point of organization and influence.

## Representatives Leave Tonight.

The following are the delegates who will leave tonight for the convention: William E. Shannon, John L. Weaver, H. L. Rust, H. K. Bosa, A. S. Gardiner, W. K. Hartung, Claude Livingston, H. C. Banta, J. Luchs, Clarence F. Donohoe, John A. Petty, T. E. Jarrell, P. H. Russell, Joseph Herbert, and J. D. Grady. The Baltimore delegation will be traveling on the same train, and it is expected the two cities will unite on the trip in their expected activities at the convention. The local delegation will be distinguished by the presence of John L. Weaver as one of its number, for the reason that last year Mr. Weaver was the president of the national association.

John A. Petty, the executive secretary, will spend a greater portion of the time at the meetings of the National Association of Real Estate Secretaries. This is a separate and distinct section of the convention, which is devoted entirely to the idea of developing and organizing boards throughout the country. This is an especial advantage to Washington at this time, in view of the fact that its board has just recently been reorganized.

## STINT HOME TO PAY FOR AUTO'S UPKEEP

Declares Garage Has Preference Over Furniture with American People.

CHICAGO, July 9.—Myriads of American men and women—they're both alike in their minds—have been spending the last few months on the decoration and contents of their garages for every dime they grudgingly bestow upon their home. This accusation was made by S. W. Wilson, of Greenwood, Miss., speaking before the Retail Furniture Dealers Association of the United States. He backed up his assertion with an illustration from his own city. He said that some people recently came into his store to buy furniture. They could not find what they actually needed for \$600 and practically decided to buy when they discovered they could put \$1,500 with their old car and trade it for a new one. So they got the new car, put cretonne covers over their dilapidated furniture and let it go at that.

A. T. H. Bradford, of New Orleans, says the country is getting back to the old-fashioned furniture styles in furniture. He says the Southern trade demands cane-seated chairs and light furniture.

All delegates agreed that furniture prices will never get back to the 1914 scale.

## WOMEN SEEK FUND FOR SCHOLARSHIP

Rockville, Md., July 9.—The directors of the county Federation of Women's Clubs have decided that for the present this county will limit its efforts in raising money for girls' scholarships at the University of Maryland to one year scholarship in the home economics department, and a committee of five, with Mrs. C. A. Reed, of Takoma Park, as chairman, is endeavoring to raise \$450 for a scholarship for some worthy girl in the county who would otherwise be unable to attend.

This is part of a State-wide movement.

## Kensington Budget Estimated \$13,530

KENSINGTON, Md., July 9.—It will cost \$13,530 to run the town during the fiscal year ending April 30, 1922, according to an estimate of the council. The items include: Road repairs, \$4,000; redemption of water and sewer bonds and interest, \$4,430; water department, \$2,000; street lighting, \$1,200; contingent fund, \$1,000; salaries, \$900.

Miss Florence Buford, last year a member of the faculty of the grammar school here, has accepted the position of athletic director at the normal school at Farmville, Va.

## Building for Old Dutch Market, Now Under Construction, Will Have Frontage of 55 Feet on B Street



Old Dutch Market as Architect Sees It.

Warehouse and office building built on B street northwest. Work on the new 4-story and cellar building which is being erected by the Old Dutch Market, Inc., at 623-625 B street northwest, is progressing very rapidly. The addition is to have a frontage of fifty-five feet and will connect with the present 4-story structure now occupied by them on Pennsylvania avenue as a warehouse and office. When completed the whole will comprise one large building extending from Pennsylvania avenue to B street. The retail market, which will occupy the entire first floor, will be among the finest in the country. In size, it will rank with the largest, and from the standpoint of equipment, with the very best.

**Will Employ Over 200.**  
Over 200 men and women will be employed and more than 10,000 customers will be waited on daily. All delicatessen, bakery and meat products will be prepared and manufactured in departments located in the building and extra handling and hauling entirely eliminated.

## LOAN COMPANY SEES STEADY BUSINESS IN BUILDING

Anticipates Activity in Construction Before Close of Present Season.

That fundamental conditions are favorable to building operations, is indicated by the attitude of S. W. Strauss & Co., who continue to provide capital for building purposes when the borrowers comply with the requirements and safeguards set up by the lending institution.

With the underwriting of a first mortgage 6 per cent bond issue of \$350,000 on a new office building in Chicago, S. W. Strauss & Co., have rounded out approximately \$10,000,000 in new building loans recently made in various parts of the country, the larger share of which have been on residential structures. In view of the building situation in Chicago, S. W. Strauss & Co. say:

"We have attested our faith in the building situation in this country by the continuous loans we are providing on new structures where the borrower is able to comply with such requirements as we believe necessary to safeguard completely the interests of the bond holders and make ample and adequate provision for the payment of principal of the debt and the interest thereon.

"There is no fundamental reason why building operations in a large way should not go forward. While construction work has been conducted this year on a scale of considerable magnitude taking into consideration the operations throughout the country, the housing shortage is still alarming. Our American cities have continued to

grow and develop no matter what general conditions have been either domestic or world-wide, and with the upbuilding of these cities and communities there is an ever present demand for new building. It is the policy of the house to do what is possible, consistent with sound business practice, in assisting in the upbuilding of the nation through providing funds for buildings.

We are happy to say that we have found the present season productive of many splendid opportunities for underwriting building loans which comply with our requirements. In our opinion the general situation, so far as building work goes, is improving and we anticipate considerable activity between the present time and the close of the building season."

## District Realtors Plan Trip After Convention

Thomas E. Jarrell and Percy H. Russell, local realtors, who will attend the real estate convention to be held in Chicago this week inclusive, have announced their intention to leave the party at Chicago at the end of the convention and return by the Great Lakes, stopping off at Detroit, Cleveland, Macanaw Islands, and arrive in Buffalo on July 22. A few days will be spent visiting Niagara Falls and Canada.

These homes are under construction. Reservation made now permits purchaser to dictate individual desires, which can be incorporated.

Modern in every detail with large living room, kitchen, dining room, two bedrooms and breakfast room equipped with built-in Pullman sets. Fireplaces with brick chimney, electric lights and floor connections for electrical appliances, pretty porches. Heating plant to suit purchaser.

The bungalows are located on lots ranging from 45 by 103 to 53 by 160 feet, on commanding elevation and in a locality particularly desirable.

Ready Sept. 1 Terms to Suit See Them Now

Exclusive Agents

ALLAN E. WALKER & CO., Inc.

Sales—Rents—Loans—Insurance

813 Fifteenth St. N. W. Main 426

## PUBLIC PRODUCES VALUE OF SITES IN BUSINESS SECTION

Commercial Broker Gets Big Commissions on Such Sales.

Every real estate broker wants to be a commercial broker on account of the occasional large commission earned, says the National Real Estate Journal. Such brokers deal with merchants to a large extent. These merchants usually think that they know all about foot travel, value of property, window display light, etc. It is very difficult to list any property exclusively in this class. In fact, it is hard to get anything in writing.

A successful broker must be able to give good real advice, so it behooves him to have a wide knowledge of values, of the effect on values of foot travel, street railway facilities and of new buildings, up or contemplated for immediate erection. It is said the every skyscraper increases the values of every piece of property that its shadow falls upon.

## Location Brings Success.

Many merchants do not appreciate that the success of their business is due to the location they are in, which was probably forced upon them by a good real estate man. Some merchants in Cleveland could improve their business by moving into more expensive quarters near the foot travel that buys the goods that they have for sale. The buying power of foot travel varies. A hurrying foot travel going to and from street cars does not necessarily help a general merchant. It might be all right to locate a cigar or a drug store in the line of such traffic.

A broker, to be of any account, must be almost an absolute authority on the buying power of foot travel. It is almost a self-evident fact that a merchant who buys right has the article half sold. It is surely sold if it is well displayed at the right point to catch the attention of the maximum number of buyers. It is a real estate man's job to locate the merchant at the right point.

Involved in the question of what rent a merchant can pay is the question of the turnover of merchandise that can be handled in the space to be rented. There are cigar and drug stores and restaurants that must be located at points that permit of day and night trade. Such points are usually found near the amusement district.

Any location that permits of a day and night business carries additional value. Some merchants having a distinctive line can draw the trade to them, and should be located in as cheap a location as possible that will not seriously inconvenience the public in the occasional trip to such a merchant.

## People Produce Value.

People like to promenade along the street that is most used. This results in there being a main street in every community. Naturally such a main street takes on more value than adjacent streets. It is always a good point to locate on a main thoroughfare near some busy cross-town thoroughfare. Stores near a corner are usually worth more than if in the middle of a block. Arcades create value because they open up new thoroughfares. The afternoon sun affects values. Street railway stops affect values. Property is worth more at a corner where a car stops than where it does not.

**Armstrong Outing July 28.**  
SEAT PLEASANT, Md., July 9.—The annual tournament, farmers' outing and picnic given by James F. Armstrong and his co-workers in honor of the Southern Maryland colored farmers, school officials, teachers and this year's graduates in elementary schools of Prince Georges county will take place at Upper Marlboro, July 28, beginning at 10 a. m.

## Fredericksburg Chautauqua.

Fredericksburg, Va., July 9.—Congressman A. M. Free, of California, will deliver his celebrated oration, "Service," at the men's mass meeting, which will be held tomorrow morning at 9:15 o'clock, in the Chautauqua tent. The combined body of Men's Bible Classes of all the churches in the city will attend, besides the general public. The Swarthmore Chautauqua opens here tomorrow to continue until July 15.

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## Apartment House Sold by Walker Brings \$85,000

Allan E. Walker and Company, Inc., announce the sale of the apartment building at 1511 Twenty-second street to an out-of-town investor, for Roger B. Smith, the consideration in the neighborhood of \$85,000.

This building is five stories high and contains seventeen modern apartments. It is built in English basement style and is fire-proof throughout.

The lot is sixty-six feet wide by 100 feet in depth.

## SOUTH MARYLAND CLUB PLANS HOME

Proposes to Build Country House with Dining-room Which Will Seat 300.

Erection of an elaborately equipped clubhouse, providing, among other features, a room with accommodations for 300 diners, as well as for banquets and dances is being considered by the members of the Southern Maryland Country Club.

The organization which was formed four months ago and received its certificates of incorporation on June 20, met Friday night to elect officers. W. Gilbert Dent was named president; Eugene Burroughs, vice president; Miss Ted Hiddleton, secretary; and Harry Bradley, treasurer. The incorporators of the club are W. Gilbert Dent, Eugene Burroughs, Frank Small, Andrew Carrice and P. G. Miller.

The club authorized appointment of a committee to confer with the State roads commission with a view to widening and resurfacing the state road leading from Washington to Southern Maryland. The society hopes to make the road the premier boulevard in Maryland. The membership of the club will be confined to residents of Southern Maryland and the District of Columbia.

## Seven Homes Sold Through Office Of W. S. Phillips

Seven residence properties were sold last week through the office of William S. Phillips.

Samuel Peacock purchased from Everett S. Heall, Jr., the home at 3755 Kanawha street northwest. Miss Edna J. Thomas purchased from Phillips one of the Argonne Terrace houses, 1640 Argonne place. This is one of the new homes recently built by Phillips, of brick, and contains six rooms and bath, inclosed sleeping porch, built-in heated garage, and is modern in construction.

George W. Vierhuchen purchased from Guy H. Ould premises 7415 Blair road northwest. This is a detached home in Takoma Park.

Maurice Peabody purchased from Carl S. Cummings premises 1418 Ames street northwest, a six room and bath brick house.

Saul F. Lewis purchased from M. P. A. Sondergaard the brick house at 501 Ephraim street northwest.

Guy H. Ould purchased from Phillips the residence at 1630 Argonne place northwest, which is another of the new brick houses of six rooms and bath recently completed by Phillips on Argonne Terrace.

Leland G. Biglow purchased from Carroll A. Francis the brick residence at 1435 A street southeast.

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## M'KEEVER & GOSS PROMOTE T.J. NASH TO SALES MANAGER

James C. Lynn and J. S. Eaton Added to the Realty Firm.

Three changes of personnel of the McKeever and Goss realty organization were announced this week. Thomas J. Nash, who has been with this firm since its inception, has been made business and sales

manager. Nash has negotiated some of the most important sales made by this office.

James C. Lynn, formerly with a local jewelry firm, has joined the organization and will specialize in Northwest and suburban property and automobile insurance.

J. S. Eaton, who has been with Shannon and Luchs, has been engaged to handle sales of residence and business property in every section.

**Sells Apartment House.**  
Sales amounting to \$274,100 were negotiated this week through the office of McKeever and Goss.

The firm reports the sale of the apartment house, 511 Twenty-first street northwest, containing twelve three and four-room apartments, to Basil C. and Anna M. Linthicum. The annual rental return is more than \$6,000.

It also reports the sale of a tract

of unimproved ground on Ritten-

house street for B. C. Linthicum to Maud Fellheimer. The consideration was \$25,000.

Fourteen unimproved lots on Spring place, off Sixteenth street, were sold for David A. Bear of Winfield Preston. The consideration was about \$20,000. Mr. Preston already has started a new home operation on these lots.

One of W. C. and A. N. Miller's new houses on Twenty-eighth street was sold to S. M. Revness for \$12,000. This is a seven-room-and-bath house, 2913 Twenty-eighth street. It is one of five houses just completed by these builders.

Premises 2021 Allen place, built about one and one-half years ago by C. H. Small, was sold for Rhoda L. Brill to L. E. Rubel for \$12,000.

A new brick bungalow of eight rooms and bath, 406 Georgia avenue, was sold for Winfield Preston to Henry Sherkey for \$12,500.

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